

MEP • MANUFACTURING  
EXTENSION PARTNERSHIP

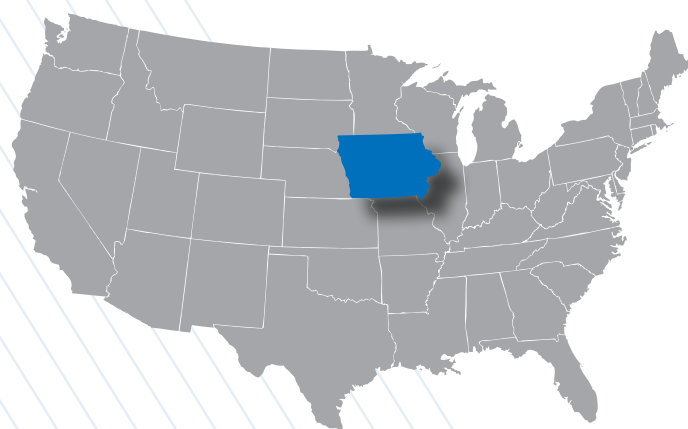


## Iowa Center for Industrial Research and Services (CIRAS)

Iowa Center for Industrial Research and Services (CIRAS) an ISU Extension office, provides education, research, and technical assistance to Iowa industry through partnerships with Iowa's universities and community colleges, government agencies, and professional associations.

CIRAS is the industrial extension arm of Iowa State University, one of the nation's premier land grant institutions. The CIRAS mission - to enhance the performance of Iowa industry - is an integral part of the history of Iowa State and the ISU Extension Service.

Services includes Bioindustry, Energy, Engineering, Government Contracting, Growth Strategies, Management Practices, Productivity, Quality management.



### For more information, contact

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### Iowa MEP CLIENT IMPACTS

*Impacts are based on clients receiving service in FY2012*

Total Increased/  
Retained Sales



**\$293.8 Million**

Total Increased/  
Retained Jobs



**2,567**

New Client  
Investments



**\$36.5 Million**

# CLIENT SUCCESS: HARVEST INNOVATIONS

*“The utilization of resources from CIRAS has allowed Harvest Innovations to focus on growth. Because this continuity program was in place, we were a contender as a supplier for a large food company in the U.S.”*

Noel Rudie, Director of Research

## CIRAS assistance allows Harvest Innovations to focus on growth.

Harvest Innovations, located in Indianola, Iowa was formed with the acquisition of Soy Innovations in early 2009 and presently employees 40. Harvest Innovations is a manufacturer of the finest ingredients for the food industry based on the natural nutritional benefits provided by cereal grains, legumes, and oil seeds. The company takes a holistic approach to manufacturing for its customers by starting with the highest quality raw materials and minimally processing so integrity remains intact. Because Harvest Innovations processing is hexane free, all of its products are considered natural. The product mix at Harvest Innovations consists of soy flours, textured soy protein, extruded soy/cereal blend, and soy oil. Applications include bakery, pasta, cereal, confectionery, meat alternatives, nutritional products, and beverages. Their customers are food processors and manufacturers in these areas.

### Situation:

As a part of business growth planning, Harvest Innovations recognized that they needed additional resources to meet their needs for food safety and OSHA training, business continuity planning, and carbon footprint analysis. These foundations would position Harvest Innovations for new customers by demonstrating that they have a trained workforce; a business continuity plan if flooding, tornadoes, etc. were to strike; and that the company was committed to the environment. In early 2010, Harvest Innovations' search for food safety and OSHA training led them to CIRAS, a NIST MEP network affiliate.

### Solution:

CIRAS staff met with Harvest Innovations and identified a variety of resources to help them achieve their business and operational goals, beginning with the connection to Iowa State University (ISU) faculty and staff, as well as other CIRAS resources (Iowa Illinois Safety Council). Following the initial meetings, CIRAS began working with Harvest Innovations to implement their growth plan.

A key component of the services provided by CIRAS was Business Continuity Planning (BCP). BCP is a process of ensuring that critical operational functions are prepared to react to and recover from a disruption with a minimum amount of impact to the business. CIRAS provided BCP education and project facilitation with follow-up coaching for Harvest Innovations to develop their Business Continuity Plan.

CIRAS also worked with Harvest Innovations to complete a carbon footprint analysis of their Indianola manufacturing plant. Through this project, CIRAS provided the deliverables of a greenhouse gas (GHG) emissions inventory and an inventory management plan to the company.

CIRAS continues to provide education and facilitate collaborations between Harvest Innovations, ISU faculty, the Center for Crops Utilization Research at ISU, and other resources as the company continues on their growth journey. Areas of continued focus include access to a research pilot plant; grain and flour analysis leading to a proof of concept study; and an accelerated product shelf-life study.

### Results:

- \* Addition of 20 new jobs.
- \* Increased sales of \$100,000.
- \* New Investment of \$65,000.

## Addition of 20 new jobs

2013